

CLAIMS

- 1 1. A computer-implemented method of merchandise planning support,
2 including:
- 3 projecting unit inventory and unit sales for a plurality of items at a plurality of
4 locations, utilizing
- 5 current inventory of the items at the locations,
- 6 projected deliveries of the items to the locations, and
- 7 projected demand for the items at the locations; and
- 8 applying planned transaction pricing to derive projected dollar inventory and
9 projected dollar sales of the items at the locations.
- 1 2. The method of claim 1, further including rolling up at least one of the
2 projected unit inventory, unit sales, dollar inventory or dollar sales from the items to
3 one or more aggregate levels.
- 1 3. The method of claim 1, further including projecting gross margins on sales of
2 the items across the locations, utilizing
- 3 the projected dollar sales of the items at the locations,
- 4 actual costs for the items sold from the current inventory, and
- 5 projected costs for the items sold from the projected deliveries.
- 1 4. The method of claim 3, further including rolling up at least one of the
2 projected unit inventory, unit sales, dollar inventory, dollar sales, or gross margin on
3 sales from the items to one or more aggregate levels.
- 1 5. The method of claim 1, wherein at least some of the projected deliveries are
2 notional deliveries of the items to meet the projected demand for the items,
3 unconstrained by inventory budgets.

1 6. The method of claim 3, wherein at least some of the projected deliveries are
2 notional deliveries of the items to meet the projected demand for the items,
3 unconstrained by inventory budgets.

1 7. The method of claim 5, wherein the notional deliveries only start after
2 specified order coverage cycles for the items.

1 8. The method of claim 6, wherein the notional deliveries only start after
2 specified order coverage cycles for the items.

1 9. The method of claim 5, wherein the notional deliveries are calculated to
2 balance stocking costs against lost sales.

1 10. The method of claim 6, wherein the notional deliveries are calculated to
2 balance stocking costs against lost sales.

1 11. The method of claim 5, wherein the notional deliveries are calculated to
2 deliver predetermined in-stock percentages for the items at the locations.

1 12. The method of claim 6, wherein the notional deliveries are calculated to
2 deliver predetermined in-stock percentages for the items at the locations.

1 13. The method of claim 1, wherein the projecting of the unit sales is carried out
2 for weekly periods.

1 14. The method of claim 13, further including adjusting the projected weekly unit
2 sales for causal events happening during the weekly period.

1 15. The method of claim 13, further including adjusting the projected weekly unit
2 sales for one or more promotions happening during at least part of one or more of the
3 weekly periods.

1 16. The method of claim 1, wherein the projecting of the unit sales is carried out
2 for daily or more frequent periods.

1 17. The method of claim 16, wherein the projecting of unit sales takes into
2 account stockouts of the items at the locations.

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1 18. The method of claim 16, wherein the projecting of unit sales takes into
2 account in dates and out dates for the items.

1 19. The method of claim 18, wherein the out date is a desired date for selling out
2 one or more of the items.

1 20. The method of claim 18, wherein the out date is a date by which one or more
2 of the items will be sold out or cleared out.

1 21. The method of claim 18, wherein a plurality of the in dates and out dates for a
2 particular item are associated with a plurality of the locations.

1 22. The method of claim 16, wherein the projecting of unit sales takes into
2 account last purchase order receipt dates associated with the items.

1 23. The method of claim 22, wherein a plurality of the last purchase order receipt
2 dates for a particular item are associated with a plurality of the locations.

1 24. The method of claim 16, wherein the projecting of unit sales takes into
2 account causal events affecting demand for the items.

1 25. The method of claim 24, wherein at least one of the causal events is a
2 promotion.

1 26. The method of claim 24, wherein at least one of the causal events is a
2 markdown.

1 27. The method of claim 24, wherein at least one of the causal events is an item
2 presentation.

1 28. A method of prorating sales or revenue budgets among items, including:

2 setting sales or revenue budgets for groups of items;

3 projecting sales of the items;

4 setting notional deliveries, in addition to projected deliveries for outstanding
5 orders, to meet the projected sales;

1 38. The method of claim 28, wherein the notional deliveries are based in part on
2 optimal stocking levels.

1 39. The method of claim 29, wherein the notional deliveries are based in part on
2 optimal stocking levels.

1 40. The method of claim 28, wherein the notional deliveries are based in part on
2 desired in stock levels.

1 41. The method of claim 29, wherein the notional deliveries are based in part on
2 desired in stock levels.

1 42. The method of claim 28, wherein the notional deliveries are consistent with
2 presentation quantities for the items at respective selling locations associated with the
3 items.

1 43. The method of claim 29, wherein the notional deliveries are consistent with
2 presentation quantities for the items at respective selling locations associated with the
3 items.

1 44. The method of claim 28, wherein the notional deliveries are set with reference
2 to a causal calendar of events.

1 45. The method of claim 29, wherein the notional deliveries are set with reference
2 to a causal calendar of events.

1 46. The method of claim 28, wherein the notional deliveries take into account
2 planned promotions.

1 47. The method of claim 29, wherein the notional deliveries take into account
2 planned promotions.

1 48. The method of claim 28, wherein the notional deliveries are consistent
2 minimum order quantities for the items.

1 49. The method of claim 29, wherein the notional deliveries are consistent with
2 minimum order quantities for the items.

1 50. The method of claim 28, wherein the prorating is based on the projected sales
2 of the items.

1 51. The method of claim 29, wherein the prorating is based on the projected sales
2 of the items.

1 52. The method of claim 28, wherein the projected sales of the items include
2 recapture of projected lost sales due to stockouts of the item.

1 53. The method of claim 29, wherein the projected sales of the items include
2 recapture of projected lost sales due to stockouts of the item.

1 54. The method of claim 28, wherein the projected sales of the items are
2 corrected for projected stockouts at respective selling locations associated with the
3 items.

1 55. The method of claim 29, wherein the projected sales of the items are
2 corrected for projected stockouts at respective selling locations associated with the
3 items.

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